

FIG. 1

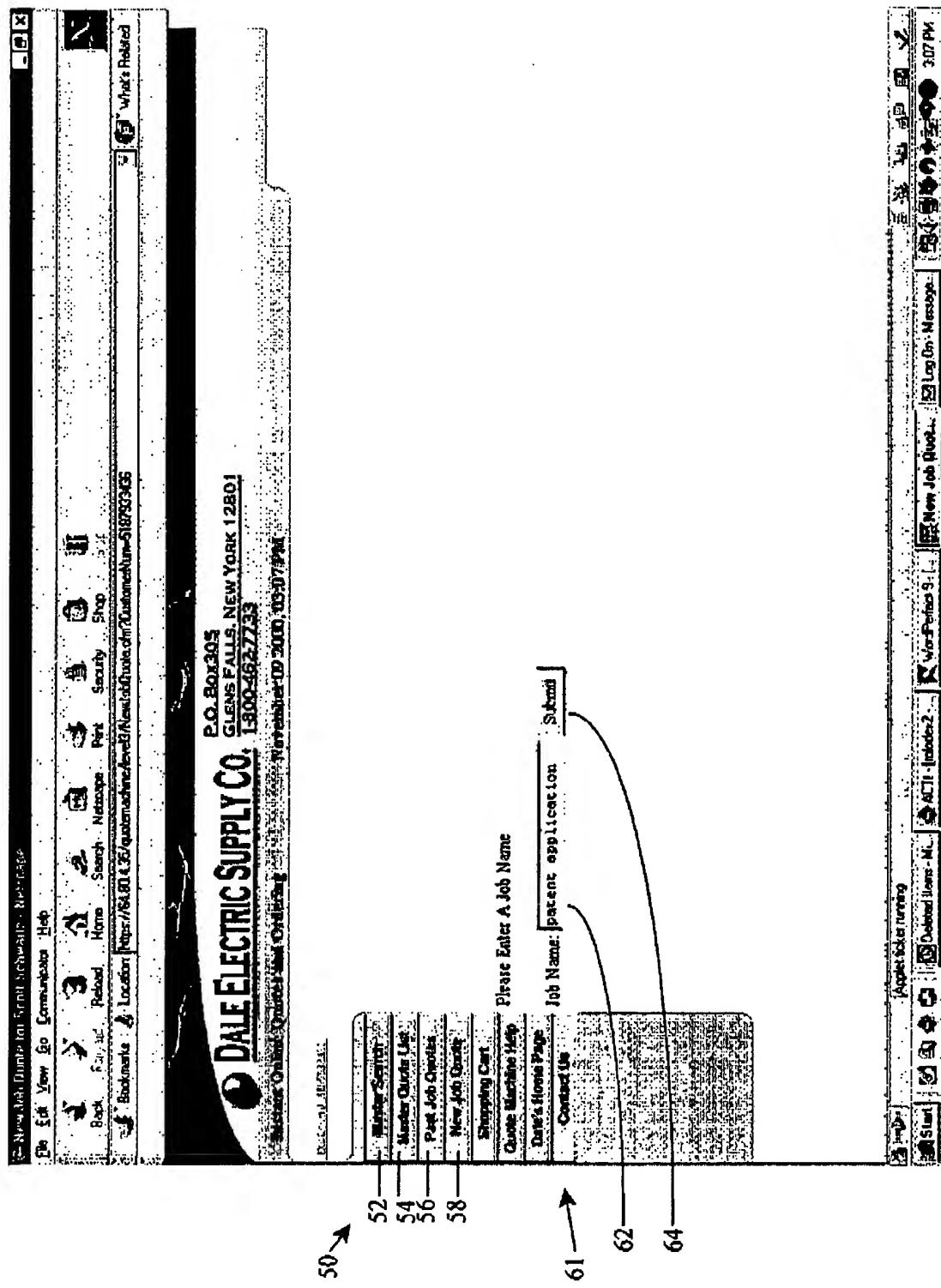


FIG. 2

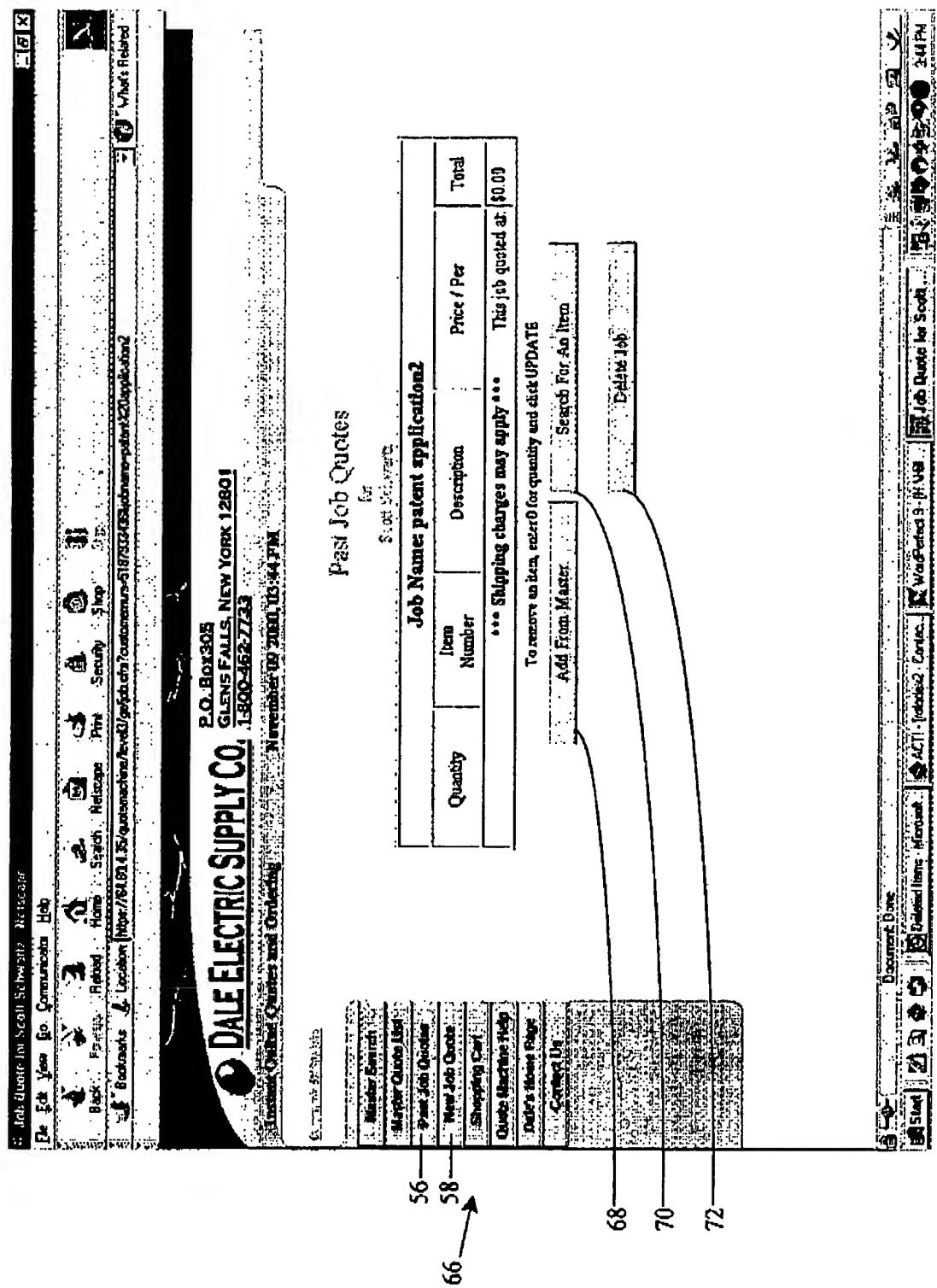


FIG. 3

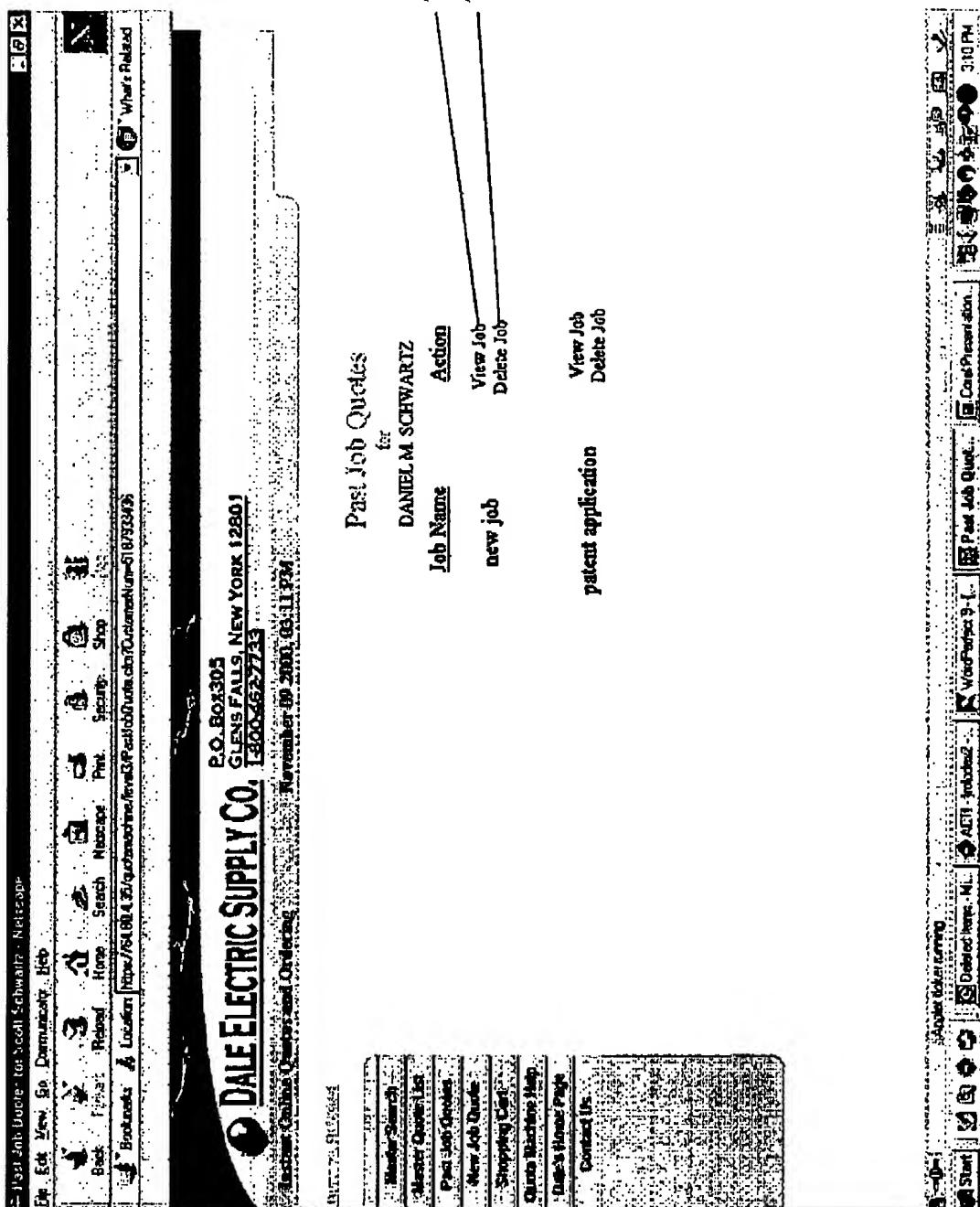
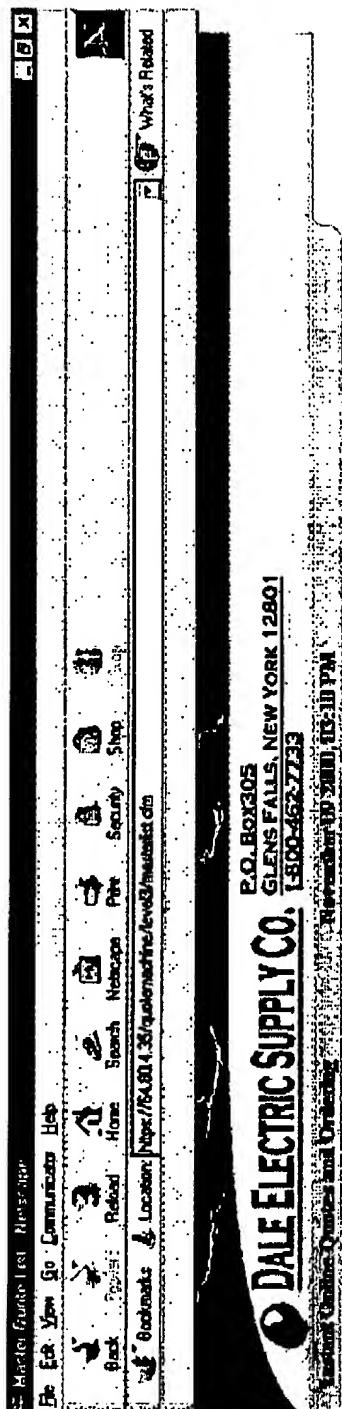


FIG. 4

FIG. 6



DALE ELECTRIC SUPPLY CO.
P.O. Box 305
GLENS FALLS, NEW YORK 12801
(800)462-2223

Customer List			
Customer Name	Address	Phone	Comments
DALE ELECTRIC SUPPLY CO.	P.O. Box 305 GLENS FALLS, NEW YORK 12801 (800)462-2223		
DALE ELECTRIC SUPPLY CO.	P.O. Box 305 GLENS FALLS, NEW YORK 12801 (800)462-2223		
DALE ELECTRIC SUPPLY CO.	P.O. Box 305 GLENS FALLS, NEW YORK 12801 (800)462-2223		

Master Quote List

for: JESSICA ROSE DELONG

Item Number	Description	Price	Action
1000-FW	REMOTE DRAMINO WHITE Details	\$1.14/EA	Add to Job Delete from List
1000-FW	REMOTE DRAMINO WHITE Details	\$1.14/EA	Add to Job Delete from List
69941	RECEP LIA OF DULUXX MORY Details	\$0.01/EA	Add to Job Delete from List

98

100

Search for Item
Add to Quote

Core Presentations 9. New-Electric-001.htm

To complete and submit your order, complete the following steps...

FIG. 9

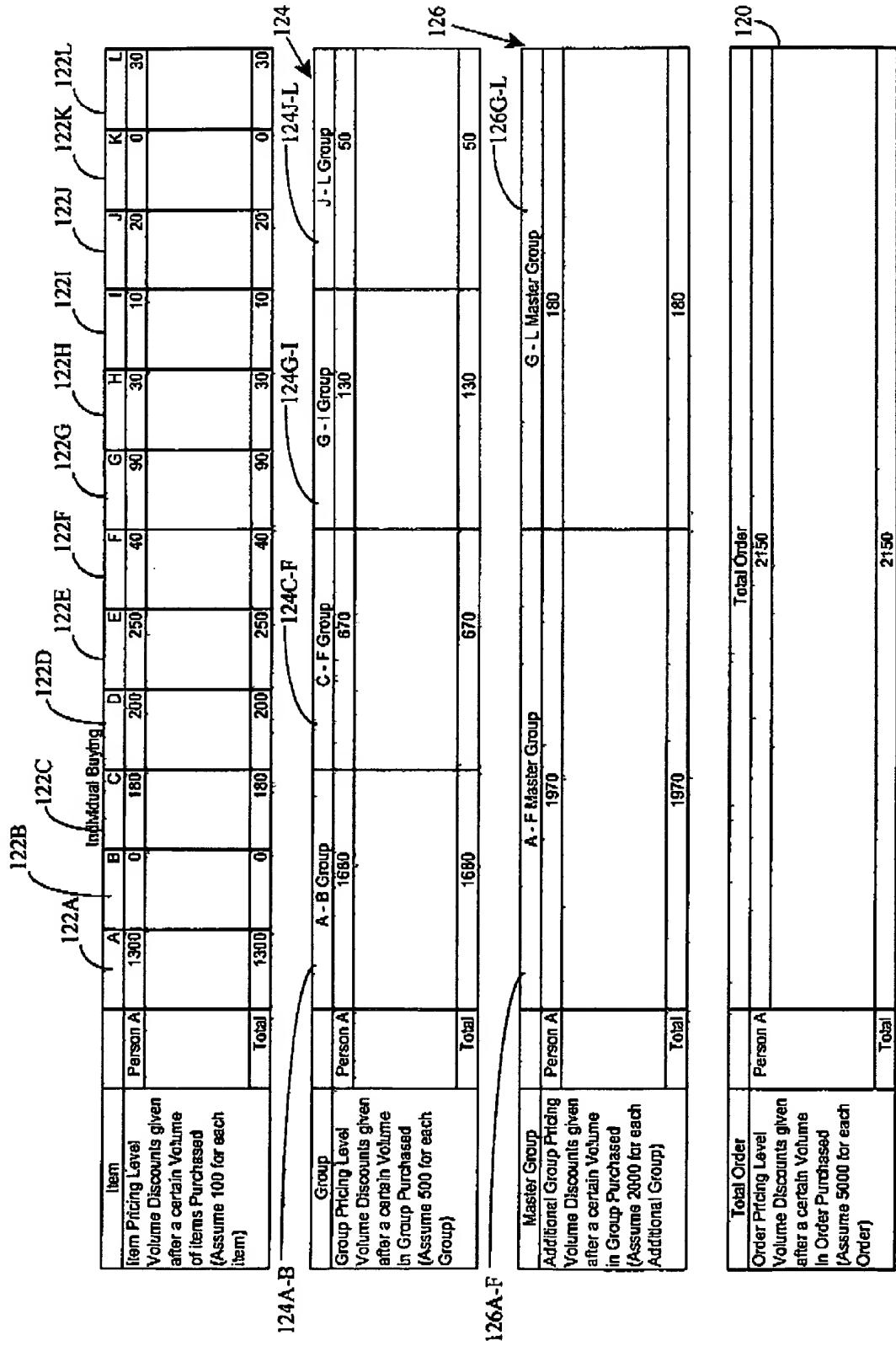


FIG. 10

Coop Buying												
Item	A	B	C	D	E	F	G	H	I	J	K	L
Item Pricing Level	Person A	1300	0	180	200	250	40	90	30	10	20	0
Volume Discounts given after a certain Volume	Person B	100	1000	0	0	0	0	0	0	0	0	30
of Items Purchased	Person C	300	0	50	50	0	0	50	50	0	0	0
(Assume 100 for each item)	Person D	500	50	30	40	90	0	500	0	10	10	100
	Person E	200	100	0	0	0	50	0	700	40	80	50
	Total	2400	1150	260	290	340	90	590	780	110	110	300

Coop Buying												
Group	Coop A - C Group	Coop A - C Group	Coop D - F Group	Coop D - F Group	Coop G - I Group	Coop G - I Group	Coop J - L Group	Coop J - L Group	Coop G - L Master Group	Coop G - L Master Group	Coop Total Order	Coop Total Order
Group Pricing Level	Person A	1480	480	480	130	130	50	50	0	0	0	0
Volume Discounts given after a certain Volume	Person B	1100	0	0	0	0	0	0	100	100	100	100
in Group Purchased	Person C	350	50	50	100	100	100	100	510	510	160	160
(Assume 500 for each Group)	Person D	580	130	130	510	510	740	740	200	200	200	200
	Person E	300	50	50	720	720	1480	1480	510	510	510	510
	Total	3810	720	720	1480	1480	510	510	1480	1480	1480	1480

Master Group	Coop A - F Master Group	Coop A - F Master Group	Coop G - L Master Group	Coop G - L Master Group	Coop Total Order	Coop Total Order
Additional Group Pricing	Person A	1970	180	180	2150	2150
Volume Discounts given after a certain Volume	Person B	1100	0	0	1100	1100
in Group Purchased	Person C	400	200	200	600	600
(Assume 2000 for each Additional Group)	Person D	710	670	670	1380	1380
	Person E	350	940	940	1290	1290
	Total	4530	1990	1990	6520	6520

FIG. 11

Item Unit	A	B	C	D	E	F	G	H	I	J	K	L	M
Each Price (Dollars)	10	11	12	150	260	200	800	750	400	20	40	60	400
Each Weight (Pounds)	1	2	1	10	12	11	60	45	30	100	120	130	25
Quantity Ordered	10	8	4	3	1	0	6	10	3	100	0	60	1
Dollars Ordered	100	88	44	150	260	200	800	750	400	2000	0	3000	400
Weight Ordered	10	16	4	30	12	0	200	450	90	1000	0	1500	25
Item Volume Measurement	\$55	\$35	\$45	Quantity	Quantity	Quantity	Quantity	Quantity	Pounds	Pounds	Pounds	Quantity	
First Item VDT	100	100	100	3	6	10	5	5	1000	2000	1000	6	
Second Item VDT	150	175	125	10	10	20	10	10	2000	5000	5000	10	
Third Item VDT	200	225	150	30	25	50	25	20	30	6000	16000	10000	20
Total Item Volume Ordered	100	65	45	3	1	9	4	10	3	10000	0	4800	1
Item Volume Threshold Obtained	1st	None	None	None	None	None	2nd	None	3rd	None	2nd	None	

Second/Junior Group Unit	A - C Group	D - F Group	224A-C
Quantity Ordered	18	4	224D-F
Dollars Ordered	203	700	
Weight Ordered	24	42	
Group Volume Measurement	\$55	\$55	
First Junior Group VDT	200	600	
Second Junior Group VDT	500	1000	
Third Junior Group VDT	1000	1500	
Total Group Volume Ordered	203	700	
Junior Group VDT Obtained	1st	1st	

First/Senior Group Unit	A - F Group	G - I Group	J - L Group	124A-P	124J-I	124J-L
Quantity Ordered	23	17	150			
Dollars Ordered	903	11100	5000			
Weight Ordered	68	760	18500			
Group Volume Measurement	\$55	Quantity	Pounds			
First Senior Group VDT	100	18	600			
Second Senior Group VDT	1600	30	10000			
Third Senior Group VDT	2000	100	9000			
First VDT Rank	1	6	10			
Second VDT Rank	2	10	20			
Third VDT Rank	5	15	30			
Total Group Volume Ordered	903	17	18500			
Group Volume Threshold Obtained	1st	1st	2nd			
Group Rank Obtained	1	5	20			

Master Group Unit	A - I Master Group	126
Quantity Ordered	40	
Dollars Ordered	12003	
Weight Ordered	808	
First Master Group RDT	5	
Second Master Group RDT	10	
Third Master Group RDT	20	
Master Group Rank Total	61	
Master Group Rank Threshold Obtained	1st	

Total Order	Total Order	120
Quantity Ordered	181	
Dollars Ordered	17503	
Weight Ordered	17331	

FIG. 12

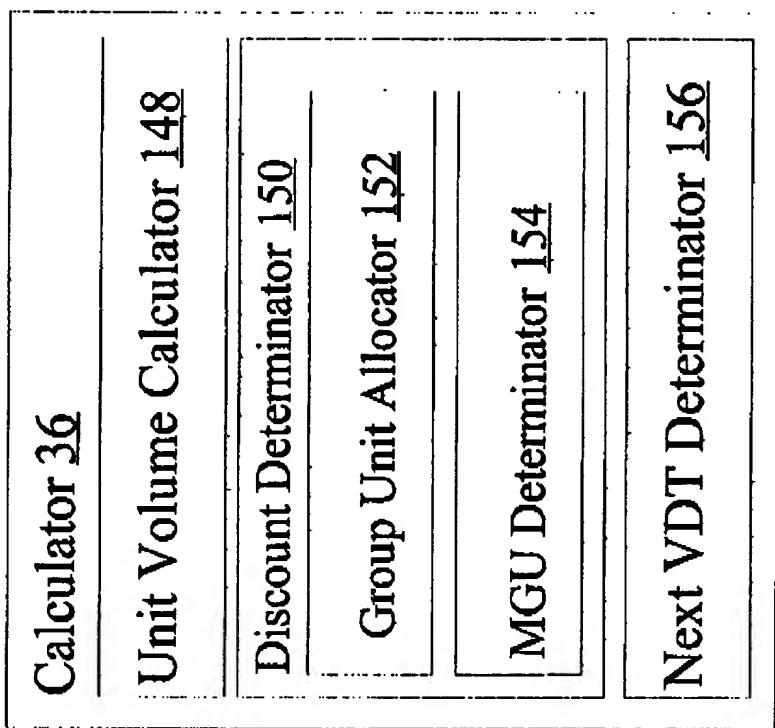


FIG. 13

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